

Freedom Starts
Here!



MONEY WALKS

CONVERSATIONS 101

DATA FRIENDLY VERSION

MONEY WALKS



Financial Literacy for South Africans!

Support Structure

Setting the scene

Why get everyone else involved?

Because Team work makes the Dream work!!! Your family success is the most important thing to you as you grow up, so why not get them onboard from the beginning. If you get everyone in your family learning some good money management tips and tricks, then it sets you up to really support each other in the long run.

It is never good to feel alone and without support, so let's get everyone from your family and community to join this educational revolution in making a BIG difference!

How to start the conversation?

Here are some tips on how to get that first conversation started with your family and friends. Remember they are not just investing their time in their own education, but also into your future with them.

Create a comfortable setting: You might feel more at ease chatting over a cup of tea, as you go for a walk or at your kitchen table so you can lay out any paperwork. Try to minimise interruptions; put phones on silent.

Preparation: Sometimes the hardest part of having a conversation is knowing how to start. Once you're past the first few seconds, you might be surprised by how easily the conversation flows. If you see a news bulletin relevant to your situation, use this as a springboard to initiate a conversation – it's a useful way to break the ice and to remember that many people are in the same boat right now.

Listen as well as talk: Try to make sure you go into the discussion with an open mind, being prepared to take in the other person's point of view. Hearing one another's standpoint in a respectful way can make the difference between having a constructive conversation versus an unproductive argument.

Choose who you open up to: Try not to have preconceptions about whom you should have these conversations with. You might find it easier to speak to someone who may not be directly impacted by your money worries, like a friend or professional.

Sell them your dreams with goals: Give them a good idea of why this is so important to both you and them. Paint a picture of the type of life you want to live and how you plan on getting there through your choices with money management.

But it can't just end there – that was just the first conversation. Now we need to follow up with an action plan, getting everyone involved, and keeping the chat running.

Here are some suggested items to follow up and get moving:

Check in with friends and family: Once you've made the first step to opening up about your financial worries, you can help others to do the same. Never force someone into a conversation as they'll only be defensive but do remind them you're here to chat if they need support.

Game plan: Education is more than just knowledge; it is about using your new lessons to actually make a difference. That needs a plan! So, outline to your family and friends exactly how you want to start learning about money, how to add these lessons into your lifestyle, and what you need from them to be supportive and included.

Making changes: Once you have identified how and what will be different going forward, make sure you follow up with everyone to see if they are committing to the changes and lessons. If someone is struggling to commit, this is your chance to be the supportive one and help them out!

Regular sessions: Don't be afraid to get them together every week or once a month to openly discuss the journey you are taking. Is it working? Have we seen a difference? Let everyone ask the questions they feel strongly about and let the conversation flow. All you need is passion to truly make a change!

Share the successes: Making a change is never easy, especially when you are tackling generational habits. So, when something good happens from your lessons and changes, make sure you celebrate these together!

Sticking with it!

Not everything is going to go to plan, sometimes life just gets hard. The important thing is to stick by your changes and principles you have made.

When you get something wrong, treat this as a new lesson for what to avoid next time it comes up. We learn a lot of new lessons everyday through life experiences, so make the most of them and keep looking for the support of those that care for you.

Don't give up, it will take a while to make a real long-lasting difference, but it will be worth it in the end when you are able to turn those dreams into realities.